



## The Final Hurdle: A Physician's Guide to Negotiating a Fair Employment Agreement (Hardback)

By Dennis Hursh

ADVANTAGE MEDIA GROUP, United States, 2012. Hardback. Book Condition: New. 231 x 152 mm. Language: English . Brand New Book. Get Your Career Off on the Right Track! Everything Physicians Need to Know About Employment Contracts  
 COMPENSATION AND BENEFITS -Dangers of productivity compensation -Common incentive compensation formulas - what needs to be included -Benefits to look out for in addition to your compensation -How to determine if you are disabled, and how the employer should NOT be able to make this determination -What the employer can, and can't negotiate as far as benefits -Stark law traps, and how to avoid them  
 RESTRICTIVE COVENANTS -What's really important in restrictive covenants, and what isn't worth negotiating over -Minimizing the impact of a restrictive covenant -How you can be released from a restrictive covenant -Negotiation strategies in buy-outs of restrictive covenants  
 CALL COVERAGE -The language you must have  
 DEFINING WHAT IS EXPECTED OF YOU -Patient contact hours expectations -What flexibility an employer will demand  
 THE TERM OF THE AGREEMENT -Issues with hospital and managed care credentialing, and how to work around them - Grounds for termination - Without cause termination issues  
 OTHER ISSUES IN AGREEMENTS TO WATCH OUT FOR -Medical record issues...



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